

**FILED**

**OCT 31 2011**

United States Bankruptcy Court  
San Jose, California

UNITED STATES BANKRUPTCY COURT

NORTHERN DISTRICT OF CALIFORNIA

In re:

Case No. 07-52890-ASW

OLD T.B.R., INCORPORATED, f/k/a/  
THE BILLING RESOURCE, dba  
INTEGRETEL, a California  
corporation,

Chapter 11

Debtor.

OLD T.B.R., INCORPORATED, f/k/a/  
THE BILLING RESOURCE dba  
INTEGRETEL,

Adversary No. 09-5074

Plaintiff,

vs.

THE BILLING RESOURCE, LLC, a  
Delaware limited liability company,

Defendants.

THE BILLING RESOURCE, LLC, a  
Delaware limited liability company,

Counterclaimant,

vs.

OLD T.B.R., INCORPORATED, f/k/a/  
THE BILLING RESOURCE dba  
INTEGRETEL,

Counterdefendant.

**MEMORANDUM DECISION RE  
THREE MOTIONS FOR SUMMARY ADJUDICATION**

UNITED STATES BANKRUPTCY COURT  
For The Northern District Of California

1 Before the Court are three motions for summary adjudication --  
2 two filed by plaintiff Kerry Krisher, Liquidating Trustee as  
3 successor to Debtor ("Liquidating Trustee") and one filed by  
4 defendant The Billing Resource, LLC ("New TBR"). The three motions  
5 seek summary adjudication as follows:

6 **First**, Liquidating Trustee and New TBR both seek partial  
7 summary adjudication as to the ability of New TBR to charge Debtor  
8 for accelerated dilutions -- the so-called "910 Account" -- related  
9 to billing transactions submitted prior to the sale of Debtor's  
10 operating assets to New TBR and which were still in "the pipeline"  
11 at of the time of the sale. The parties essentially have filed  
12 cross-motions for summary adjudication relating to the  
13 approximately \$1.3 million charged by New TBR to Liquidating  
14 Trustee relating to the "910 Account."

15 **Second**, Liquidating Trustee seeks partial summary adjudication  
16 relating to New TBR's assertion that Debtor failed to turn over  
17 control of certain 800 numbers in breach of the Asset Purchase  
18 Agreement between New TBR and Debtor.

19 **Third**, New TBR seeks partial summary adjudication that the  
20 amount which Liquidating Trustee does not contest is owed to New  
21 TBR -- approximately \$868,000 -- should be paid to New TBR now.

22 **Fourth**, New TBR asserts Debtor is required to reimburse New  
23 TBR approximately \$65,500 for a shortfall in the minimum amount  
24 paid to Qwest Corporation ("Qwest") under two agreements with Qwest  
25 which New TBR assumed as part of the sale of Debtor's operating  
26 assets to New TBR.

27 **Fifth**, New TBR asserts Debtor is liable for "trailing  
28 dilution" and "true-up charges" related to PaymentOne Corporation

1 ("PaymentOne") in the approximate amount of \$96,500 because  
2 PaymentOne is a non-Nelson Gross entity.

3 **Sixth**, New TBR requests interest on the amounts awarded to New  
4 TBR as well as a determination that New TBR is the prevailing party  
5 and is entitled to reimbursement of attorney fees and costs.

6 A lengthy hearing was held on June 28, 2011. The motions were  
7 submitted for decision after supplemental papers were filed with  
8 the Court. Liquidating Trustee is represented by Gail S.

9 Greenwood, Esq. of Pachulski Stang Ziehl & Jones LLP. New TBR is  
10 represented by Kathryn S. Diemer, Esq. of Diemer, Whitman &  
11 Cardosi, LLP and John Greene, Esq. of Klein Zelman Rothermel LLP.

12 This Memorandum Decision constitutes the Court's findings of  
13 fact and conclusions of law, pursuant to Rule 7052 of the Federal  
14 Rules of Bankruptcy Procedure.

15  
16 I.

17 FACTUAL BACKGROUND

18 Debtor filed a chapter 11 bankruptcy petition on September 16,  
19 2007 as a result of litigation filed by the Federal Trade  
20 Commission against Debtor, two prior corporate customers of Debtor,  
21 and other defendants in the United States District Court for the  
22 Southern District of Florida. As part of Debtor's chapter 11 case,  
23 Debtor sold Debtor's assets and confirmed a liquidating chapter 11  
24 plan. Liquidating Trustee succeeded to Debtor's rights in this  
25 litigation under Debtor's confirmed plan.

26 **A. Debtor's Business Structure**

27 Debtor was a billing aggregator and provided billing-related  
28 and other services for smaller private telecommunications companies

UNITED STATES BANKRUPTCY COURT  
For The Northern District Of California

1 that compete with local exchange carriers ("LECs") in niche areas  
2 such as public pay phones, hotels and prisons ("Alternative  
3 Operator Services"). Private telecommunications companies that  
4 provide Alternative Operator Services have difficulty billing for  
5 "collect" and other types of calls, since most individuals do not  
6 pay invoices from these unknown companies and those companies  
7 cannot bill the individuals through the individual's normal  
8 telephone bill. Debtor was created in 1988 to address this void in  
9 the marketplace. Debtor had billing and collection agreements with  
10 an estimated 1,400 LECs -- both major local exchange companies and  
11 numerous independents. Debtor's infrastructure permitted private  
12 telecommunications providers to incorporate such providers' charges  
13 into the phone bills of more than 90% of business and residential  
14 consumers throughout the United States and Canada.

15 An individual or entity who used the telecommunications  
16 services of an Alternative Operator Service ("End-User") provided  
17 information that would permit the Alternative Operator Service to  
18 charge the End-User's telephone bill for those telecommunication  
19 services. The Alternative Operator Service -- a customer of Debtor  
20 -- provided the End-User billing transaction information to Debtor  
21 in a data format acceptable to Debtor, as required by the typical  
22 service contract between Debtor and Debtor's customers.

23 Debtor bundled the End-User billing transaction information  
24 from Debtor's various customers by LEC as a Purchase of Accounts  
25 Receivable ("PAR"). Debtor submitted the various PARs to different  
26 LECs for processing. The LEC then included the Alternative  
27 Operator Service's charge on the End-User's bill. The End-User  
28 either paid or disputed the Alternative Operator Service charge.

1 If the End-User paid the charge, the LEC would pay Debtor as part  
2 of the PAR in which the End-User's billing transaction information  
3 was included. On a daily basis and throughout each day, the LECs  
4 made payments into Debtor's "wire in" account based on the PARs  
5 Debtor previously submitted to the LECs.

6 The service contracts with Debtor's customers provided that  
7 each week Debtor transfer by wire to Debtor's customers' bank  
8 accounts the net proceeds identified in the prior week as defined  
9 by the service contracts. The service contracts provided detailed  
10 formulas for computing the amounts Debtor owed to Debtor's  
11 customers. Both the LECs and Debtor withheld certain funds,  
12 including fees, unbillables (receivables that the LECs could not  
13 bill), uncollectibles, dilutions, adjustments and taxes, from the  
14 full amount of the customer's billing transaction.

15 Debtor's individual customers were identified by unique client  
16 numbers. Debtor captured the weekly customer settlement data in  
17 Settlement Statement History Reports ("Settlement Reports"), which  
18 were created for Debtor's individual customers and provided to the  
19 respective customer. Liquidating Trustee contends for the first  
20 time in Liquidating Trustee's Response to the Court's written  
21 comments ("Trustee's Response") filed on June 15, 2011 that under  
22 the service contracts, Debtor paid Debtor's customers for submitted  
23 call traffic approximately 90 days after the submission of the  
24 billing transaction, and generally before the LECs paid Debtor.  
25 Although there is no evidence in the record on the motions that  
26 such is the case, this contention is consistent with the service  
27 contracts between Debtor and Debtor's customers as well as the  
28

1 Court's understanding of Debtor's business operations. It is  
2 unclear whether New TBR contests this contention.

3 Final reconciliation of the PARs submitted to the LECs could  
4 take as long as 20 months to complete. Debtor maintained certain  
5 reserves for disputes, fees and other adjustments which Debtor  
6 recorded as bookkeeping entries only. One of the general ledger  
7 accounts was the 910 Account.

8 **1. The 910 Account**

9 Pre-petition, Debtor "accelerated" dilution by charging  
10 dilution to Debtor's customers as soon as a LEC advised Debtor that  
11 a dilution could be expected. A LEC would inform Debtor that the  
12 LEC would dilute a certain batch of submitted PARs by a certain  
13 amount of money. Because the PARs related to several customers and  
14 Debtor did not know to which customer(s) the dilution related,  
15 Debtor used a formula to dilute the weekly settlement amounts to be  
16 paid to Debtor's customers whose accounts receivable were part of  
17 the PAR which the LEC was going to dilute. In order to keep track  
18 of the dilutions which Debtor had already charged to Debtor's  
19 customers, Debtor made an offsetting entry in the 910 Account.  
20 Thus, the 910 Account was essentially a general ledger account that  
21 reflects Debtor's financial position vis-a-vis the overall LEC  
22 transactions. In other words, the 910 Account captures the  
23 variance between (a) dilution that Debtor has billed to customers  
24 and (b) dilution that Debtor has been charged by LECs.

25 As a result of accelerated dilution, Debtor often withheld  
26 amounts from settlements with Debtor's customers on account of the  
27 accelerated dilution even though the corresponding charge from the  
28 LECs had not yet passed through to Debtor. The practical effect of

1 taking the accelerated dilution for Debtor was that Debtor  
2 essentially had a one-time cash flow benefit at the inception of  
3 acceleration by paying customers less than the customers were  
4 otherwise due on a given settlement. Once the LEC actually charged  
5 the dilution, Debtor attempted to true-up the prior projected  
6 customer dilution with the actual dilution using the information  
7 provided by the LECs' reconciliation of the PARs. Debtor would  
8 perform the client settlement true-up according to the service  
9 contract and would "zero out" the "910 Account" journal entry.

10 **2. The 800 Numbers**

11 LECs require that billing aggregators -- such as Debtor --  
12 provide toll-free numbers with live customer service to End-Users  
13 to facilitate billing and other inquiries from End-Users. LECs  
14 typically charge fees to billing aggregators in order to change the  
15 toll-free numbers that are printed on the End-Users' bills.

16 Debtor formed PaymentOne in 2000 as a wholly-owned subsidiary  
17 to address the specialized billing and support requirements of the  
18 internet. Debtor owned 97% of PaymentOne at the time Debtor filed  
19 Debtor's chapter 11 bankruptcy petition. In March 2006, Debtor  
20 contracted with PaymentOne for data processing and support services  
21 ("Data Processing Agreement"). The Data Processing Agreement  
22 included Debtor's use of certain 800 Numbers ("800 Numbers") for  
23 customer services and inquiry support. The 800 Numbers were  
24 provided to the LECs and printed on the telephone bills sent out by  
25 the LECs to the End-Users. There is no dispute that Debtor had  
26 been using the 800 Numbers for many years before March 2006.

27 Liquidating Trustee asserts that in January 2006, Debtor  
28 transferred all rights and interest in the 800 numbers to

1 PaymentOne, shortly before Debtor entered into the Data Processing  
2 Agreement with PaymentOne. New TBR disputes this contention and  
3 asserts that, as of the petition date, Debtor had control over the  
4 800 Numbers, not PaymentOne.

5 **B. The Sale of the Operating Assets to New TBR**

6 Post-petition, New TBR acquired the assets that made up  
7 Debtor's billing services business ("Operating Assets") on a going  
8 concern basis as part of a sale under Bankruptcy Code section 363  
9 ("Sale"). The Sale was approved by the Court pursuant to an order  
10 entered on October 16, 2008 ("Order"). As part of the Sale, Debtor  
11 and New TBR entered into an Asset Purchase Agreement ("APA") and a  
12 Master Services Agreement ("MSA"). These documents govern the  
13 obligations between the parties with respect to, inter alia,  
14 customer accounts, reserves and the billing pipeline.

15 **1. Post-Sale Relationships**

16 Debtor's business structure essentially had two separate, but  
17 interrelated, accounting processes. First, there was the  
18 settlement process between Debtor and Debtor's customers. To the  
19 extent Debtor paid Debtor's customers before the LECs paid Debtor  
20 on a respective PAR, Debtor "advanced" funds to Debtor's customers  
21 which Debtor then reconciled when Debtor received the funds from  
22 the LECs. The "Debtor-customer" accounting also included  
23 reconciliation of any "accelerated" dilutions from the 910 Account.  
24 The second accounting process was between Debtor and the LECs.  
25 Since each PAR typically involved billing transactions for more  
26 than one customer, Debtor accounted for funds paid by the LECs on  
27 account of the PARs, and then included that information in the  
28 settlement process with Debtor's customers. As noted above, the



1 "Debtor-LEC" accounting could take up to 20 months to reconcile in  
2 full.

3 The Sale interrupted both of these processes. Under Section  
4 7.3 of the APA, Debtor was to receive all proceeds from billing  
5 transactions submitted to the LECs prior to the close of the Sale  
6 ("Retained Billing Transactions"). New TBR was to receive all  
7 proceeds from billing transactions submitted to LECs after the  
8 close of the Sale. Because the LECs had established procedures to  
9 transfer funds through Debtor's "wire-in" account, Debtor's "wire-  
10 in" account was transferred to New TBR upon the close of the Sale  
11 and Debtor no longer had access to the proceeds from the billing  
12 transactions. New TBR and Debtor entered into the MSA whereby New  
13 TBR agreed to service the Retained Billing Transactions for Debtor.  
14 Under the MSA, all amounts in the "wire-in" account were to be  
15 transferred to Debtor without deduction or offset for the first 32  
16 days after the Effective Date of the Sale. Thereafter, New TBR was  
17 to forward to Debtor on a weekly basis all monies received by New  
18 TBR on account of the Retained Billing Transactions, less certain  
19 charges.

20 Also as part of the Sale, PaymentOne and New TBR entered into  
21 a Shared Support and Services Agreement as of October 31, 2008  
22 ("SSSA"). PaymentOne and New TBR also entered into an amended Data  
23 Processing Agreement, as the Data Processing Agreement was assigned  
24 to New TBR under the APA.

## 25 **2. Post-Sale Litigation**

26 Disputes between New TBR and Debtor as well as between New TBR  
27 and PaymentOne arose post-Sale. Both New TBR and PaymentOne  
28 initiated lawsuits relating to both New TBR's assertion that the

1 800 Numbers belonged to New TBR as well as disputes regarding the  
2 amounts due under the SSSA and the amended Data Processing  
3 Agreement. New TBR and PaymentOne settled all of their disputes as  
4 of January 27, 2011.

5 Prior to New TBR and PaymentOne filing the litigation  
6 referenced above, Debtor filed this lawsuit on March 18, 2009,  
7 asserting that New TBR's failure to make payments to PaymentOne as  
8 required under the MSA was impacting a proposed sale of Debtor's  
9 interest in PaymentOne. On August 31, 2009, Debtor filed an  
10 amended complaint seeking a determination that Debtor did not need  
11 to turn the 800 Numbers over to New TBR under the APA as well as  
12 disputing the amounts New TBR charged Debtor under the MSA. Debtor  
13 also asserted claims for breach of contract and breach of the  
14 implied covenant of good faith and fair dealing. Liquidating  
15 Trustee substituted in as plaintiff on September 18, 2009. New TBR  
16 filed an answer and counterclaim on September 30, 2009.  
17 Liquidating Trustee filed an answer to New TBR's counterclaim on  
18 October 20, 2009. The parties subsequently filed the motions for  
19 summary adjudication described above, which are currently pending  
20 before this Court.

21  
22 II.

23 APPLICABLE LAW

24 A motion for summary adjudication should be granted if there  
25 is no genuine issue of material fact and the moving party is  
26 entitled to judgment as a matter of law. Fed. R. Civ. P. 56(a);  
27 Anderson v. Liberty Lobby, Inc., 477 U.S. 242, 247-48 (1986). The  
28 moving party bears the initial burden of informing the court of the

1 basis for the motion, and identifying portions of the pleadings,  
2 depositions, answers to interrogatories, admissions, or affidavits  
3 which demonstrate the absence of a triable issue of material fact.  
4 Celotex Corp. v. Catrett, 477 U.S. 317, 323 (1986).

5 If the moving party meets its initial burden, the burden  
6 shifts to the non-moving party to present specific facts showing  
7 that there is a genuine issue of material fact for trial. Celotex,  
8 477 U.S. at 324. The evidence and all reasonable inferences  
9 therefrom must be viewed in the light most favorable to the  
10 non-moving party. T.W. Elec. Serv., Inc. v. Pac. Elec. Contractors  
11 Ass'n, 809 F.2d 626, 630-31 (9th Cir. 1987). The nonmoving party  
12 has a duty to present affirmative evidence in order to defeat a  
13 properly supported motion for summary adjudication. Anderson,  
14 477 U.S. at 257. Summary adjudication is not appropriate if the  
15 non-moving party presents evidence from which a reasonable jury  
16 could resolve the disputed issue of material fact in his or her  
17 favor. Anderson, 477 U.S. at 248; Barlow v. Ground, 943 F.2d 1132,  
18 1136 (9th Cir. 1991).

19  
20 III.

21 ANALYSIS

22 **A. 910 Account**

23 Regarding the cross-motions for summary adjudication relating  
24 to the 910 Account, New TBR and Liquidating Trustee have different  
25 interpretations of the APA and MSA. The Court can resolve this  
26 dispute based on the language of these documents for three reasons.  
27 First, the parties do not believe that either the APA or MSA is  
28 ambiguous. Second, Section 8.5 of the APA contains an express

1 integration clause which provides in relevant part that the terms  
2 of the APA "supersede and cancel all prior agreements,  
3 negotiations, correspondence, undertakings, understandings and  
4 communications of the parties, oral and written, with respect to  
5 the subject matter hereof or thereof." APA, Section 8.5. Third,  
6 the parties have uniformly testified that there were no discussions  
7 regarding the 910 Account, or the concept of "balancing out" the  
8 ledger account prior to the Sale.

9 In analyzing the parties' papers, the Court has discovered a  
10 factual premise on which the parties disagree, and for which the  
11 Court finds no evidentiary support in the papers filed with these  
12 motions. Specifically, Liquidating Trustee asserts in Trustee's  
13 Response that:

14 Generally speaking, TBR [Debtor] paid its clients for the  
15 submitted call traffic before the LECs had paid TBR.  
16 When the LECs did pay, they did so based on a PAR  
17 ("Purchase of Accounts Receivable"): TBR would then  
reconcile the PAR with what they expected to receive from  
the LEC.

18 Trustee's Response at 5:9-12. This assertion is consistent with  
19 the service contracts between Debtor and Debtor's customers as well  
20 as the Court's understanding of how Debtor conducted Debtor's  
21 business. However, there is no evidentiary support in the record  
22 in these motion papers for Liquidating Trustee's statement.

23 New TBR's argument assumes that any accelerated dilution is a  
24 windfall for Debtor and that Debtor would be unable to charge  
25 Debtor's customer subsequently for the alleged one-time cash flow  
26 benefit Debtor received at the inception of the acceleration.  
27 However, that may not be the case. If Debtor generally paid  
28 Debtor's customers before the LECs paid Debtor, then an accelerated

1 dilution is not necessarily the windfall for Debtor that New TBR  
2 asserts. Rather, the accelerated dilution would be a credit to  
3 Debtor for the monies Debtor already advanced to Debtor's customer,  
4 and for which the customer would subsequently be liable when Debtor  
5 subsequently reconciled the PAR payment. To the extent that  
6 Debtor's customer is ultimately liable for an accelerated dilution  
7 rather than Debtor, under this Court's interpretation of the APA  
8 and the MSA, New TBR should not charge Debtor. In an effort to  
9 further this litigation, the Court will explain how the Court  
10 construes the APA and MSA and let the parties analyze further  
11 whether New TBR's charges for the 910 Account comport with the  
12 Court's interpretation.

13 Liquidating Trustee asserts that under Section 1.7 of the APA,  
14 New TBR acknowledged that the Sale was "as is" and without any  
15 representations. Section 1.7 provides:

16 PURCHASER ACKNOWLEDGES AND AGREES THAT, EXCEPT AS  
17 OTHERWISE MAY BE EXPRESSLY PROVIDED HEREIN, SELLER MAKES  
18 NO REPRESENTATIONS OR WARRANTIES OF ANY KIND, EXPRESS OR  
19 IMPLIED, WITH RESPECT TO THE OPERATING ASSETS OR ANY  
20 OTHER MATTER WHATSOEVER, INCLUDING, WITHOUT LIMITATION,  
21 INCOME TO BE DERIVED OR EXPENSES TO BE INCURRED IN  
22 CONNECTION WITH THE OPERATING ASSETS, THE PHYSICAL  
23 CONDITION OF THE OPERATING ASSETS, THE VALUE OF THE  
24 OPERATING ASSETS, THE TERMS, AMOUNT, VALIDITY OR  
25 ENFORCEABILITY OF ANY ASSUMED LIABILITIES, THE  
26 MERCHANTABILITY OR FITNESS OF THE OPERATING ASSETS FOR  
27 ANY PARTICULAR PURPOSE, OR ANY OTHER MATTER OR THING  
28 RELATING TO THE OPERATING ASSETS. WITHOUT IN ANY WAY  
LIMITING THE FOREGOING, SELLER HEREBY DISCLAIMS ANY  
WARRANTY, EXPRESS OR IMPLIED, OF MERCHANTABILITY OR  
FITNESS OF THE OPERATING ASSETS FOR ANY PARTICULAR  
PURPOSE. PURCHASER FURTHER ACKNOWLEDGES THAT PURCHASER  
HAS CONDUCTED AN INDEPENDENT INSPECTION AND INVESTIGATION  
OF THE OPERATING ASSETS AND ALL SUCH OTHER MATTERS  
RELATING TO OR AFFECTING THE OPERATING ASSETS AS  
PURCHASER DEEMED NECESSARY OR APPROPRIATE AND THAT IN  
PROCEEDING WITH ITS ACQUISITION OF THE OPERATING ASSETS,  
EXCEPT FOR ANY REPRESENTATIONS AND WARRANTIES EXPRESSLY  
SET FORTH HEREIN, PURCHASER IS DOING SO BASED SOLELY UPON  
SUCH INDEPENDENT INSPECTIONS AND INVESTIGATIONS.  
ACCORDINGLY, EXCEPT AS EXPRESSLY SET FORTH ELSEWHERE

1        HEREIN, PURCHASER WILL ACCEPT THE OPERATING ASSETS AT THE  
2        CLOSING "AS IS," "WHERE IS," AND "WITH ALL FAULTS."

3        APA, Section 1.7. New TBR counters that Section 1.7 of the APA is  
4        not applicable because the "AS IS" clause is qualified by the  
5        phrase "EXCEPT AS OTHERWISE MAY BE EXPRESSLY PROVIDED HEREIN" in  
6        two respects. First, Section 1.2 of the APA provides that Debtor  
7        shall be responsible to New TBR for liabilities and obligations  
8        under the LEC Agreements prior to the Effective Time. Section 1.2  
9        of the APA provides in relevant part:

10       Seller [Debtor] shall be responsible to Purchaser [New  
11       TBR] as provided in the LEC Servicing Agreement [the MSA]  
12       entered into by the parties and attached hereto as  
13       Exhibit E for liabilities and obligations arising under  
14       the LEC Agreements prior to the Effective Time.

15       APA, Section 1.2. Second, Section 7.3 of the APA provides that  
16       Debtor's rights to the funds received on account of the Retained  
17       Billing Transactions are subject to New TBR's rights under the MSA.  
18       Section 7.3 of the APA provides in relevant part:

19       The parties agree that all funds received on account  
20       of Billing Transactions submitted to Telcos [LECs], as  
21       those terms are defined in the LEC Servicing Agreement  
22       [the MSA], prior to the Effective Time ("Seller's  
23       Pipeline Funds") belong to Seller [Debtor], subject to  
24       Purchaser's [New TBR's] rights set forth in the LEC  
25       Servicing Agreement.

26       APA, Section 7.3. The Court agrees with New TBR that the "AS IS"  
27       clause of Section 1.7 of the APA is qualified by Sections 1.2  
28       and 7.3 of the APA. Thus, the issue to be analyzed is what are New  
29       TBR's rights under the MSA in the Retained Billing Transactions.

30       According to New TBR, under Section 2 of the MSA, Debtor or  
31       Debtor's customers remain responsible for all costs and expenses  
32       directly or indirectly related to the Retained Billing  
33       Transactions. Section 2 of the MSA provides in full:

2. **NEWCO SERVICES.** NEWCO [New TBR] shall provide the following services (each a "Service Order") as more fully described on the referenced Schedules, attached hereto and made a part hereof.

<u>Sched #</u>	<u>Service Order Options</u>	<u>Included</u>
II	PhoneBill Services (Telco [LEC] Billing)	(X)
VI	End-User Inquiry (required with Service Order II or III)	(X)

Client [Debtor] and/or Integretel [Debtor] Clients shall remain responsible for any and all costs and expenses directly or indirectly related to Billing Transactions submitted to the LECs prior to the Effective Date of this Agreement, including, but not limited to Unbillables, Adjustments, Uncollectibles and Other Deductions.

MSA, Section 2. New TBR asserts that the "accelerated" dilutions referenced in the 910 Account are indirect costs related to the Retained Billing Transactions and are the responsibility of Debtor or Debtor's customers. Liquidating Trustee asserts that any accelerated dilutions referenced in the 910 Account are already accounted for in the client settlement system and the 910 Account is simply a reminder of how much unreconciled dilution has already been passed down to Debtor's customers.

New TBR asserts that Sections 5 and 6 of Schedule II of the MSA allow New TBR to recover amounts attributable to the deceleration of dilution based on Debtor's prior "accelerated" dilution. Sections 5 and 6 provide in full:

**5. OTHER DEDUCTIONS.**

a) Telco [LEC] Fees. NEWCO [New TBR] shall be entitled to recover all Telco-imposed processing and other charges associated with Integretel [Debtor] Clients' Billing Transactions ("Telco Fees").

b) Client Reserve. Client [Debtor] may withhold and maintain, from amounts otherwise due to Integretel Clients, reasonable reserves to protect Client from credit losses with respect to such Integretel Clients provided that, if NEWCO and Client mutually agree in



1 writing, Client shall reduce such reserve amounts for  
2 those Integretel Clients with which NEWCO has entered  
3 into a new services contract effective on or after the  
Effective Date hereof, and Client may withdraw the amount  
of the reduction from the Disbursement Reserve.

4 **6. SETTLEMENT OF AMOUNTS DUE.** (a) Client shall be  
5 entitled to all amounts collected from the TELCOs on  
6 Integretel Clients' Billing Transactions submitted to the  
7 TELCOs prior to the Effective Date ("Settled Amounts"),  
8 less any amounts due and owing to NEWCO, or which NEWCO  
9 is entitled to withhold, hereunder including, without  
10 limitation, Unbillables, Adjustments, Telco Holdbacks,  
11 excess Uncollectibles (pursuant to any True-Up), Taxes,  
12 Fees and Telco Fees (such difference being the "Net  
Proceeds"). For the first 32 days after the Effective  
Date, all Settled Amounts shall be transferred without  
deduction or offset to Client's designated account, as  
provided in the APA. Thereafter, all Settled Amounts  
shall be paid to NEWCO and NEWCO shall transfer each  
week, by wire to Client's, or at Client's written  
request, to Integretel's Client's bank accounts, the Net  
Proceeds identified the prior week.

13 (b) In the event that the calculation of Net  
14 Proceeds yields a negative amount for an Integretel  
15 Client, NEWCO shall invoice Client for such negative  
16 amount and Client shall, within five (5) business days,  
17 reimburse such negative amount to NEWCO out of the funds  
18 held in the Disbursement Reserve or other Client funds.  
19 However, in the event that no funds remain in the  
20 Disbursement Reserve attributable to a particular  
21 Integretel Client and either (i) NEWCO has notified  
22 Client not to withhold reserve amounts with respect to  
23 such Integretel Client or (ii) the Integretel Client is  
24 an Affiliate (as defined in the APA) of NEWCO, then NEWCO  
25 shall offset such negative amounts from amounts otherwise  
due directly from NEWCO to such Integretel Client or  
collect such negative amount from such Integretel Client  
and not from Client.

26 (c) The parties shall work in good faith to inform  
27 each other and reconcile the amounts due to/from each  
28 Integretel Client. Client may reduce the amount held in  
the Disbursement Reserve by any amounts withheld from  
Settled Amounts by NEWCO for Telco True-ups and by any  
amounts paid to NEWCO under this Section 6 from the  
Disbursement Reserve.

26 MSA, Schedule II, Sections 5 and 6. Liquidating Trustee asserts  
27 that the amount New TBR can charge the bankruptcy estate is limited  
28



1 to those charges allowed under MSA, Schedule II, Section 6(b)  
2 (quoted above) only.

3 Under Section 7.3 of the APA, Debtor is to receive all  
4 proceeds from the billing transactions submitted to the LECs **prior**  
5 **to** the close of the Sale and New TBR is to receive all proceeds  
6 from billing transactions submitted to the LECs **after** the close of  
7 the Sale. If prior to the Sale, Debtor had withheld settlement  
8 funds from a customer based on an indication from a LEC that there  
9 would be a future dilution to a Retained Billing Transaction,  
10 Debtor would have allocated the future dilution to the weekly  
11 settlement for that customer and reduced the settlement proceeds  
12 accordingly. To the extent that Debtor had previously "advanced"  
13 settlement funds to that customer, the accelerated dilution merely  
14 "repaid" Debtor for those advances, for which the customer would  
15 have been responsible in any event. Debtor would have accounted  
16 for the accelerated dilution in the 910 Account.

17 Assume for a moment that the Sale had not taken place. If  
18 there had been no Sale, when the LEC eventually paid the PAR,  
19 Debtor would have reconciled the accelerated dilution with the  
20 actual dilution, made an appropriate adjustment to the customer's  
21 weekly Settlement Report, and made an appropriate adjustment to the  
22 910 Account. Now assume that the PAR had not yet been paid on the  
23 date of the Sale. As of the Sale, there would have been an entry  
24 for the accelerated dilution in the 910 Account and an accelerated  
25 dilution withheld from the customer. When the LEC paid the PAR  
26 post-Sale, the LEC would have withheld monies on account of the  
27 dilution from the monies paid to New TBR. According to New TBR,  
28 because the withheld funds relate to a Retained Billing

1 Transaction, either Debtor or Debtor's customer is responsible for  
2 the monies withheld by the LEC, not New TBR. This is consistent  
3 with the language of Section 7.3 of the APA. New TBR then asserts  
4 that under Section 2 of the MSA, and because Debtor had previously  
5 withheld monies on account of the accelerated dilution, Debtor --  
6 not Debtor's customer -- should be responsible for paying the  
7 monies previously withheld on account of the accelerated dilution.  
8 According to New TBR, New TBR has withheld the amounts diluted by  
9 the LEC from monies to be paid to Debtor as a reduction from the  
10 "910 Account" on New TBR's invoice.

11 However, New TBR's analysis does not account for Debtor's  
12 alleged general practice of advancing payments on billing  
13 transactions to Debtor's customers **before** Debtor received funds  
14 from the LECs. For example, assume Debtor advanced funds on a  
15 Retained Billing Transaction submitted by one of Debtor's customers  
16 and the PAR, which included that Retained Billing Transaction,  
17 remained unpaid as of the Sale. When the PAR is paid post-Sale by  
18 the LEC, and if the LEC payment includes a dilution on which Debtor  
19 had taken a pre-Sale accelerated dilution, it should be the  
20 customer -- not Debtor -- who is responsible for any and all costs  
21 and expenses related to that Retained Billing Transaction up to the  
22 point of any unpaid advance. This is because when Debtor advanced  
23 funds to the customer pre-Sale and then subsequently applied a  
24 dilution, the dilution offset the amount the customer owed Debtor  
25 for the advanced funds. New TBR's analysis assumes that all  
26 accelerated dilutions were gains to Debtor and that there were no  
27 amounts which a customer owed to Debtor at the time of an  
28

1 accelerated dilution to which Debtor could apply an offset. This  
2 assumption is likely not correct.

3 It is not readily apparent that New TBR's invoicing for the  
4 910 Account takes into account Debtor's alleged general practice of  
5 advancing funds to Debtor's customers. Accordingly, at this time,  
6 the Court will not determine whether the bankruptcy estate is  
7 liable for the 910 Account charges and, if so, in what amount.

8 **B. 800 Numbers**

9 Liquidating Trustee seeks a determination that Liquidating  
10 Trustee had no obligation to transfer the 800 Numbers to New TBR as  
11 part of the Sale and, therefore, Liquidating Trustee is not liable  
12 for any alleged damages based on Debtor's alleged failure to  
13 transfer the 800 Numbers to New TBR. Through the briefing on this  
14 matter, both parties now agree that 800 numbers are tariffed  
15 numbers which cannot be owned by an entity under rulings of the  
16 Federal Communications Commission. As explained by New TBR, 800  
17 numbers are managed by responsible organizations ("resporgs"). If  
18 an entity seeks to re-provision an 800 number -- i.e., transfer the  
19 800 number from one billing organization to another under the  
20 portability doctrine -- the resporg is the entity to which such a  
21 request is made. Qwest, with which Debtor had an existing  
22 relationship, was the resporg for the 800 Numbers published on the  
23 LEC bill pages with whom Debtor had the right to place charges.

24 This 800 Number dispute arose when Nelson Gross -- on behalf  
25 of New TBR -- sent a provisioning request to Qwest to transfer the  
26 800 Numbers to Global Crossing -- a different resporg -- and that  
27 request was blocked because PaymentOne claimed to control the 800  
28 Numbers. Ultimately, PaymentOne permitted the transfer of the 800

1 Numbers under the settlement agreement between New TBR and  
2 PaymentOne, and the 800 Numbers have been transferred to New TBR.

3 The central issue is what -- if any -- rights to the 800  
4 Numbers Debtor had at the time that Debtor sold the Operating  
5 Assets to New TBR. According to Liquidating Trustee, in January  
6 2006 -- prior to filing for bankruptcy, Debtor transferred all of  
7 Debtor's rights and interest in the 800 Numbers to PaymentOne,  
8 shortly before Debtor entered into the Data Processing Agreement  
9 with PaymentOne in March 2006. Liquidating Trustee relies on the  
10 following evidence to support Liquidating Trustee's interpretation  
11 that the 800 Numbers were controlled by PaymentOne. First, the  
12 Data Processing Agreement which provides that "800 toll free  
13 numbers shall be supplied by PAYONE [PaymentOne] at it's (sic) own  
14 expense." Data Processing Agreement, Schedule 2.1, Section B-1,  
15 Paragraph 8.

16 Second, Ken Dawson, one of the co-founders of Debtor and  
17 former president as well as a member of the board of directors for  
18 nearly 20 years, testified in deposition that at some point pre-  
19 petition, Debtor outsourced Debtor's customer inquiry  
20 responsibilities to PaymentOne. At the time of the outsourcing,  
21 PaymentOne was Debtor's wholly-owned subsidiary. Debtor  
22 transferred control and/or responsibility of the 800 Numbers to  
23 PaymentOne because the underlying vender who provided the inquiry  
24 services to PaymentOne needed control over the 800 Numbers.  
25 According to Mr. Dawson's deposition testimony, when Debtor  
26 transferred control, Debtor transferred to PaymentOne the  
27 management, billing, payment, service ordering, and ability to  
28 change carriers -- essentially, whatever was needed to keep the 800